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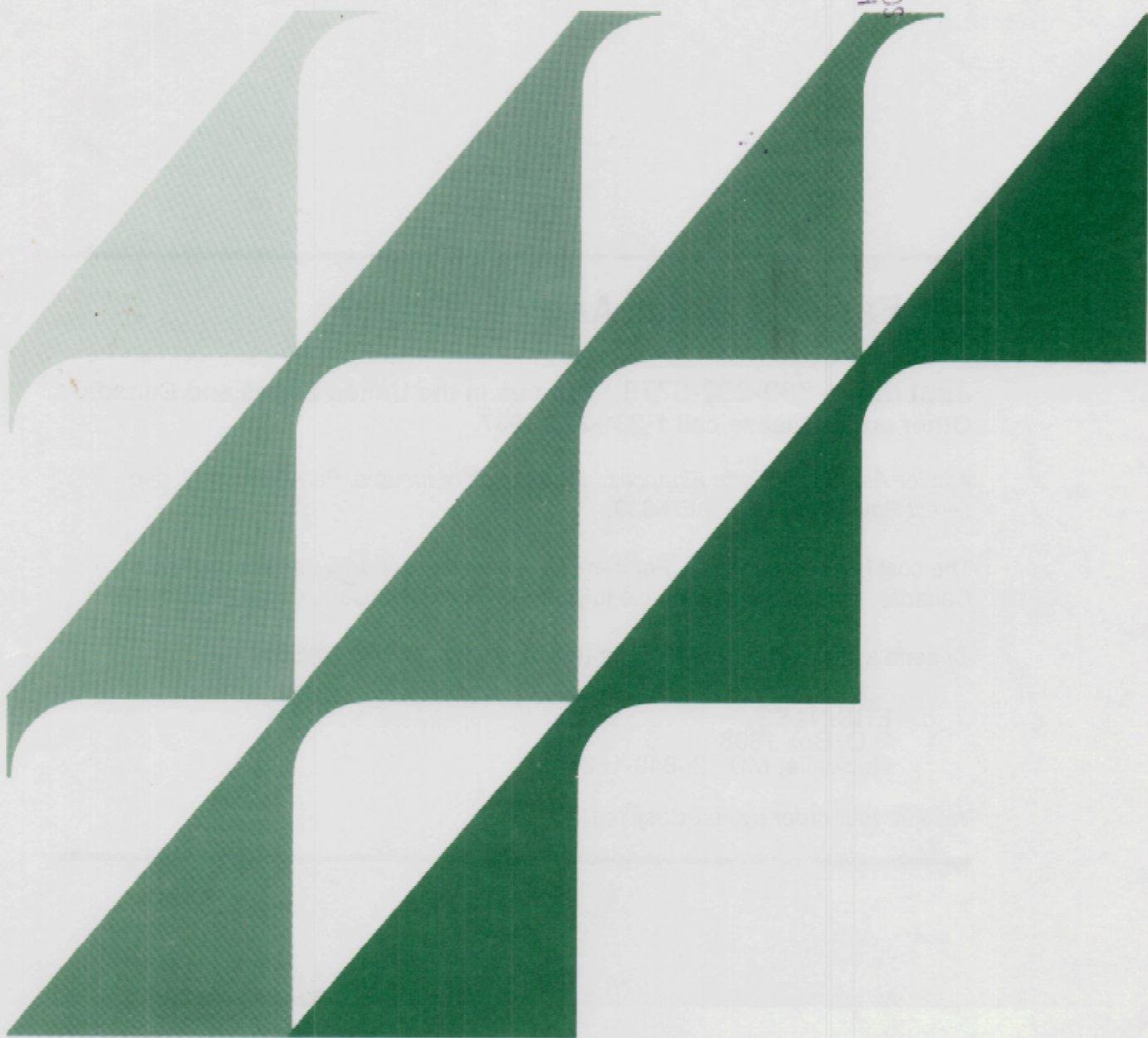
# Aspects of Farm Finances: Distribution of Income, Family Income, and Direct Payments, 1986

Robert D. Reinsel  
David Banker

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**Aspects of Farm Finances: Distribution of Income, Family Income, and Direct Payments, 1986.** By Robert D. Reinsel and David Banker. Agriculture and Trade Analysis Division, Economic Research Service, U.S. Department of Agriculture, Agricultural Economic Report No. 630.

### **Abstract**

Farm program commodities are grown on farms with greatly differing input, output, and cost and income relationships. Financial conditions are thus widely diverse. The Farm Costs and Returns Survey of 1986 of the Economic Research Service has provided significant data on this diversity. For example, income is concentrated on large farms. Losses, however, tend to be distributed over many small farms. Direct income support for program commodities is also concentrated on large farms, which also are the major producers. Assets and debts tend to be associated with farms that are most able to repay debt. Farms with the highest value of sales and the highest gross family cash income tend to have the highest income-to-asset ratios. Conversely, farms with sales under \$40,000 yield very low incomes relative to assets. Negative incomes (that is, losses) were found in 1986 for about 11 percent of farm families even when off-farm incomes were added in. Nevertheless, in that year, 27 percent of farm families had a total family cash incomes of over \$40,000.

**Keywords:** Direct payments, subsidies, farm income, debt, farm programs, policy

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## Summary

Agricultural production is carried out by a diverse set of business firms with greatly differing input, output, and cost and income relationships. Net cash farm income and gross family cash income, respectively, provide measures of the profitability of farm firms and the welfare of farm families. In 1986, income was concentrated on large farms. Losses tended to be distributed over many small farms.

Assets and debts tended to be concentrated on farms with the greatest ability to repay debt. Farms with the highest value of sales and the highest family cash income tended to have the highest gross family cash income-to-asset ratio. Farms with sales under \$40,000 had very low incomes relative to assets.

Even with off-farm income included, about 11 percent of farm families had negative incomes (losses) in 1986, yet 27 percent had family cash incomes over \$40,000. Because of the diversity of the sector, changes in aggregate and average farm income can gloss over important changes in the well-being of farmers. Although aggregate and average income may improve from year to year, many farms and farm families can be experiencing severe financial problems.

Direct income support goes to the one-third of those who produce program commodities, and it is concentrated on large farms where the majority of production occurs.

# Aspects of Farm Finances

## Distribution of Income, Family Income, and Direct Payments, 1986

Robert D. Reinsel  
David Banker\*

### Introduction

In 1985, data were collected in the Farm Costs and Returns Survey (FCRS) which, for the first time, permitted analysts to estimate the net cash farm income and gross family cash income for the survey farms. These data were gathered by the National Agricultural Statistics Service (NASS), U.S. Department of Agriculture (USDA). In 1986, the FCRS brought additional information on a further aspect of the financial lives of farmers: the relationship of Government payments to farm operation size, income class, and debt/asset ratio. The survey results also showed how the Food Security Act of 1985 had affected farm families in the distribution of income and in direct payments.

The intent of this report is to present cross-classifications of the 1986 survey data which can more clearly show the diverse nature of farms and their greatly varying financial conditions. Farms were classified by net cash farm income classes to show the profitability of the farm business. In addition, off-farm income of the farm family was added to net cash farm income to obtain gross family cash income--a measure of the welfare of the farm operator's family. These classifications result in an extensive set of tables for the new distributions, and these will be found in the appendix tables.

### Background: The Continuing Interest in Farm Finances

Since the beginning of this century, economists and policymakers have known that agricultural finances showed great diversity. Agriculture included the chronically low-income, low-resource farmers who influenced the market very little, the part-time farmers--some of them major producers--who held nonfarm jobs, and the farmers who depended on the market for their total income. When commodity programs began in the 1930's, it was recognized that the largest benefits would go to the largest producers.

As early as 1941, O.B. Jessness remarked:

Everyone who has paid serious attention to the economic problems of agriculture must be aware of the fact that a minor proportion of the farmers produce by far the larger share of the supplies on the market ... [and] in spite of the fact that ... a large number are not important as producers for the market we continue the glib use of figures to represent average farm incomes without thought to the wide range which these averages encompass (2).<sup>1</sup>

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\* The authors are agricultural economists with the Agriculture and Trade Analysis Division and the Agriculture and Rural Economy Division, respectively, Economic Research Service, U.S. Department of Agriculture.

<sup>1</sup> Underscored numbers in parentheses refer to references listed at the end of this report.

In like manner, the diversity in agriculture and its finances was stressed by Nicholls who, in 1945, wrote:

Recent agricultural policy has been primarily oriented toward the problem of unstable and low aggregate farm income. ... [I]t has by-passed still broader resource problems closely related to rural poverty. One half of the nation's farms contribute less than one tenth of total farm-product sales. Price policy can not solve this economic problem. Rather it is apt to continue to increase the disparity. Low family incomes within agriculture must be supplemented by means which will promote rather than hinder human mobility (4).

More recent studies have validated these early observations. In 1969, Schultz pointed out that the smallest 50 percent of the farms produced about 5 percent of the output (6). In 1982, Census of Agriculture data showed the smallest 50 percent producing 3 percent of the output (7).

Since the beginning of the programs, individual need for aid has not been a basis or justification for commodity programs. Small farms, which produce very little, receive very little in the way of assistance or subsidies from farm programs. The programs have been directed at raising the aggregate and average income of program participants. Those farms producing most for the commercial market receive most of the price support and direct payment benefits (1, 3).

Because farms are diverse, many distributional measures have been used to describe their size and financial condition. Prior to 1984, agricultural producers were usually described by classifications such as value of sales, acres, or type of farm. In 1984, classification by debt/asset groupings was used by many analysts to identify farms that might be experiencing financial problems.

Classification of farms by income groupings, such as net cash farm income (operating margin) or gross cash family income (net cash farm income plus off-farm income), was not possible prior to 1985, because the necessary data had not been systematically collected. In 1985, NASS collected new data that greatly enhanced the efforts of economists to characterize the financial condition of farm firms. ERS analysts used the 1985 FCRS data to estimate net cash farm income and gross family cash income for the survey farms. These data became the basis for an ERS report on the financial condition of agriculture (5).

The analysis that follows builds on classifications developed for the 1985 analysis. Data for 1986 are used and additional detailed information on direct Government payments to producers are included.

The data for calendar year 1986 show how the Food Security Act of 1985 affected the distribution of income and direct payments. Changes in the commodity programs, which left target prices high and stable and allowed loan rates to decline quickly, sharply increased the level of direct payments, most of which were deficiency payments. In 1986, direct payments became a major source of income to those who produced program commodities. Data from the 1986 FCRS provide a clearer picture of the relationship of those payments to farm operation by size, income classes, and debt/asset ratios.

### **Analysis of Farm Finances**

The 1986 data provide a clearer picture of the financial position of farms than any that were available before the income data were collected for disaggregate views of the sector.

Within the data, individual farms vary from large to small, profitable to unprofitable, financially sound to insolvent.

In this present report the data will allow a set of cross-sectional snapshots showing the diversity of farms as they existed in 1986. Because the net cash farm income and gross family cash income data can vary greatly from year to year, these should be viewed as providing only a very shortrun picture of the

financial condition of farms. Although negative income is always damaging, it may not be particularly severe if farms make profits for several years before or after the year of losses.

### Aggregate Estimates

FCRS data were collected from about 12,200 farms. This number of farms was expanded to an estimated total population of about 1,506,000 farms. The 1.5 million farms are estimated to have received \$91.9 billion from sales of farm products, \$7.9 billion from direct Government payments, and \$5.3 billion in net Commodity Credit Corporation (CCC) loans. The farms had a net cash farm income of \$21.6 billion. Off-farm income amounted to \$36.5 billion, which gave a gross family cash income of \$58.1 billion. The farms had \$452 billion in assets and \$98.5 billion in outstanding debt.

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### The 1986 Data: Definitions, Descriptions

The 1986 FCRS data were first classified by net cash farm income and gross cash family income, and then by value of sales and debt/asset ratio. The type of farm or specialty was also included, because such classifications are familiar to most analysts.

*Net cash farm income* is defined as cash receipts minus cash expenses for farm operation. No deductions were made for depreciation, inventory adjustment, debt repayment, or family living. A negative net cash farm income shows that the business suffered operating losses and was required to use savings, borrow against or sell assets, or draw on nonfarm income to remain in business.

*Gross family cash income* is defined as net cash farm income plus off-farm income of the family. As such, it represents the income available for debt repayment, family living, investment, and income taxes. A negative gross cash family income shows that losses were so large that no residual from the combined farm and nonfarm income was left for family living, debt repayment, or investment. A family in this position would have to use savings, borrow additional funds, or dispose of capital to provide necessities.

The net cash farm income and gross family cash income classes used in this analysis were developed after first screening the data to ensure sufficient observations from the survey. A cross-tabulation survey cell count of 30 observations was the minimum used to provide the most extensive classification possible and yet maintain the reliability of the estimates. The grouping of net cash farm income and gross family cash income into classes with boundaries as shown in table 1 holds no particular economic or statistical significance, but is a matter of convenience for analysis.

The data presented are weighted expansions of the survey data and represent estimates of U.S. totals for the categories discussed. Farm number estimates have been rounded to hundreds of farms, and dollar aggregates are rounded to \$100,000. Dollar averages per farm are reported without rounding; however, these should not be interpreted as accurate representations under the nearest \$1,000. Sales classes were limited to four to maintain a sufficient number of observations when cross-classified.

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## **Net Income**

Farms are classified by net cash farm income classes to show the diversity of financial conditions of farms. The classes range from those with losses of more than \$100,000 to those with net cash farm income of \$100,000 or more. The survey data produce an estimated total net cash farm income of just over \$21.6 billion for the 1.5 million farms (table 1).

This \$21.6 billion resulted from about 800,000 farms having positive returns that totaled \$30.6 billion, and about 707,000 farms that had losses totaling nearly \$9 billion. Farms tended to be concentrated in the lower value of sales classes and in the range of -\$9,999 to \$39,999 net cash income. Over one-half of the losses occurred on farms with less than \$40,000 in sales. Nearly one half of the positive net cash income went to farms with over \$250,000 in sales. Some farms in all sales classes had profits, but for the less than \$40,000 group, losses outweighed profits, and for the group as a whole, net cash farm income was negative.

The most profitable farms--43,000 with sales of more than \$250,000 and net cash farm income of more than \$100,000--accounted for \$12.8 billion, or 42 percent of the positive income of all farms. Such farms represent 2.8 percent of all farms. Of the 707,000 farms with losses, nearly 70 percent (484,000 farms) lost \$1-\$10,000 and had sales of less than \$40,000. These smaller farms accounted for about 20 percent of all losses. About 4,300 farms, 0.6 percent of the farms with losses, had sales of over \$250,000 and losses of over \$100,000. These larger farms accounted for about 15 percent of all losses. More than half of the losses occurred on farms with less than \$40,000 in sales. A summary of net income for crop and livestock farms is shown in appendix table 1.

## **Debt/Asset Ratios**

In this analysis, farms were grouped by both debt/asset ratio and net cash farm income. Neither debt/asset ratios nor net cash farm income by themselves provide a very complete description of the financial condition of farms as businesses, but by using net cash farm income data as the primary classifier, and further classifying by debt/asset ratio, a refined picture of financial conditions can be developed and evaluated.

At the extremes, farms with debts equal to less than 40 percent of assets and a positive net cash farm income are usually characterized as not experiencing financial difficulty. Farms with debts over 70 percent of assets and negative net cash income are usually regarded as being in serious financial trouble. The data show that, of the farms with losses, 556,900 farms, or about 79 percent, had debts less than 40 percent of assets. About 108,000 farms with debts less than 40 percent of assets lost more than \$10,000 from the operation of their farms. These firms apparently had some financial problems.

In contrast, about 38 percent of the farms with debts more than 70 percent of assets had positive operating margins over \$10,000. Although their debts were large relative to their assets, they apparently were not in significant financial difficulty. At least 32,700 farms with losses of more than \$10,000 and debts more than 70 percent of assets, or about 1.5 percent of all farms, presumably experienced severe financial problems in 1986. Another 154,000 with losses of \$10,000 or more and debt of less than 70 percent of assets presumably had significant financial problems. However, 416,800 farms with net cash farm income in excess of \$10,000 and debts less than 70 percent of assets (28 percent of the farms) appeared to have few financial problems. It seems likely that most of these were able to service their debt and still meet some or all of their family living expenses.

## **Direct Payment Distributions**

Direct payments from farm commodity programs accounted for a larger share of farm sector income in 1986 than in previous years. These payments were primarily deficiency payments that were paid on the basis of program yield and program acreage. The larger the acreage and yield have been, the higher the payment, up to the limit of \$50,000 per person eligible for payments. Survey estimates show that 537,000 farms (36 percent of the farms) received \$7.9 billion in direct payments from farm programs in 1986, and 969,300 received no direct payments (app. table 5). Of the \$7.9 billion, about \$1.8 billion,

Table 1--Net cash farm income by sales class and debt/asset ratio, 1986 <sup>1/</sup>

Net cash farm income									
Item	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more	All farms
Billion dollars									
Net cash farm income:									
All farms	-2,392	-1,879	-2,745	-1,928	1,239	5,933	8,201	15,195	21,628
Farms with sales of--									
\$250,000 or more	-1,387	-230	-100	-6	11	229	1,462	12,846	12,827
\$100,000 to \$249,999	-547	-572	-373	-38	82	1,784	5,096	2,067	7,500
\$40,000 to \$99,999	-240	-330	-483	-111	239	2,774	1,487	259	3,596
\$39,999 or less	-218	-747	-1,789	-1,773	907	1,146	156	22	-2,295
Debt/asset ratio of--									
40 percent or less	-1,608	-987	-1,734	-1,535	986	4,385	5,881	10,075	15,463
41-70 percent	-403	-423	-544	-265	146	950	1,372	2,345	3,177
71-100 percent	-113	-318	-262	-69	61	338	628	1,786	2,050
More than 100 percent	-267	-151	-203	-59	46	261	320	990	938
1,000 farms									
Number of farms reporting cash income:									
All farms	10.5	31.5	144.8	519.7	334.0	274.3	132.0	59.5	1,506.3
Farms with sales of--									
\$250,000 or more	4.3	3.4	4.4	1.3	2.0	9.1	20.4	42.5	87.6
\$100,000-\$249,999	3.1	9.2	16.1	8.4	14.8	66.5	81.5	15.5	215.1
\$40,000-\$99,999	1.5	5.6	22.7	26.1	45.2	125.5	27.1	1.4	255.1
\$39,999 or less	1.5	13.3	101.6	483.9	272.0	73.1	3.0	.1	948.5
Debt/asset ratio of--									
40 percent or less	7.1	16.5	94.0	439.2	280.7	205.6	95.7	41.6	1,180.4
41-70 percent	2.1	7.4	27.1	53.3	31.8	42.2	21.4	10.3	195.5
71-100 percent	.7	5.2	13.5	14.2	12.3	15.0	9.5	4.8	75.2
More than 100 percent	.5	2.5	10.3	13.0	9.3	11.4	5.4	2.8	55.1
Percent of group									
Share of farms:									
All farms	1	2	9	14	20	30	17	7	100
Farms with sales of--									
\$250,000 or more	5	4	6	2	3	12	26	4	100
\$100,000-\$249,999	2	4	7	4	7	30	39	8	100
\$40,000-\$99,999	0	2	9	10	15	51	13	1	100
\$39,999 or less	0	1	10	30	38	19	1	0	100
Debt/asset ratio of--									
40 percent or less	1	2	7	16	20	31	17	7	100
41-70 percent	1	3	9	13	21	31	16	6	100
71-100 percent	1	6	16	9	19	27	16	6	100
More than 100 percent	1	3	17	13	18	27	16	6	100
Percent of all farms									
Share of all farms:									
All farms	1.0	2.2	8.7	14.5	19.6	30.4	16.9	6.6	100.0
Farms with sales of--									
\$250,000 or more	.4	.4	.5	.2	.2	1.1	2.5	4.2	9.5
\$100,000-\$249,999	.5	1.0	1.9	1.0	1.9	8.2	10.4	2.2	27.1
\$40,000-\$99,999	.0	.4	2.7	2.9	4.3	14.6	3.7	.2	28.8
\$39,999 or less	.1	.4	3.6	10.5	13.2	6.6	.3	.0	34.6

<sup>1/</sup> Numbers may not total due to rounding.

Source: 1986 Farm Costs and Returns Survey.

or 23 percent, went to 36,000 farms that had net cash farm income of more \$100,000. About \$2 billion went to 91,000 farms with net cash farm income of \$40,000-\$99,999. About \$2 billion went to 164,000 farms with net cash farm income of \$10,000-\$39,999.

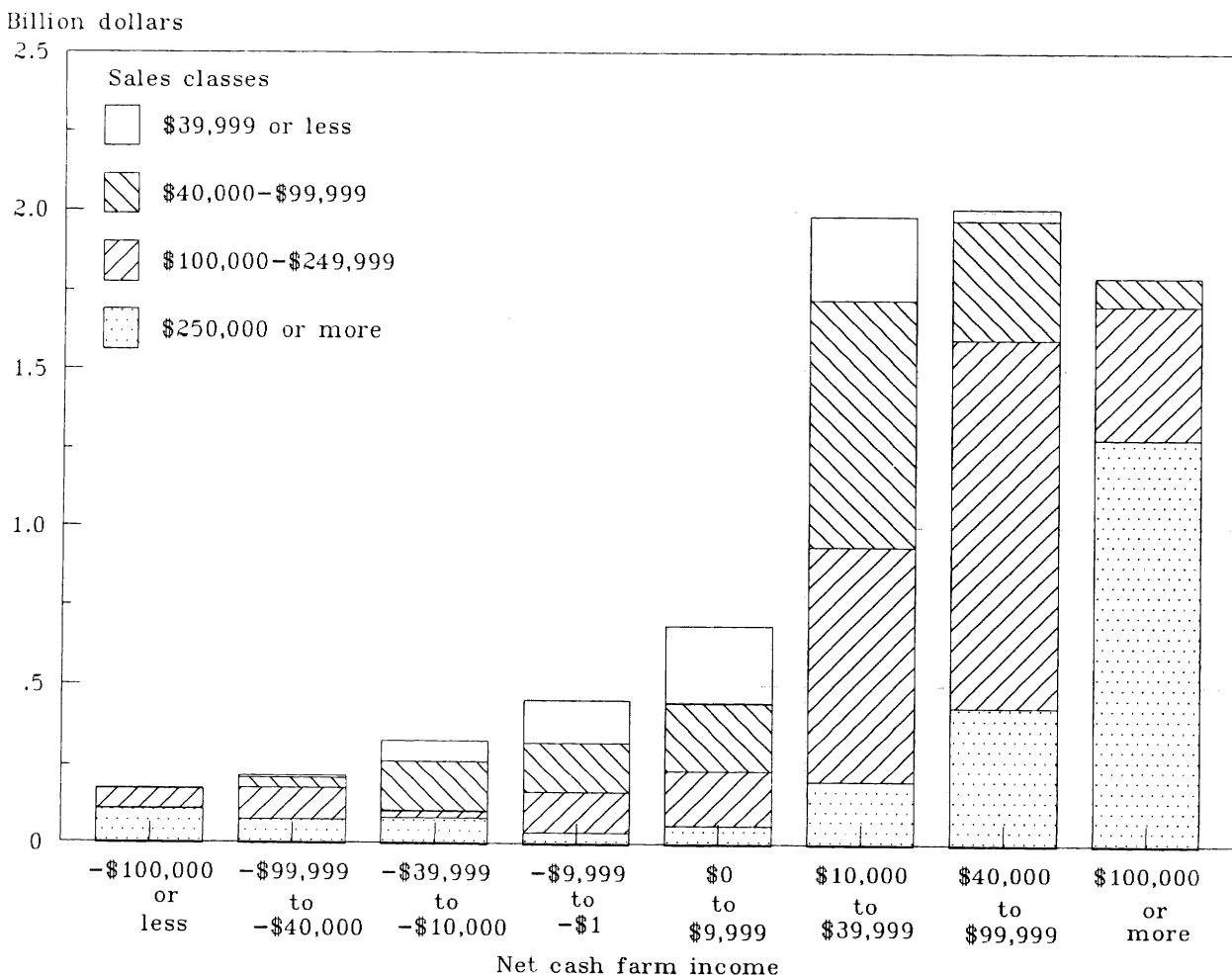
About 82 percent of all direct payments went to the 74 percent of the farms that had positive incomes after receiving the payment (fig. 1). About 200,000 farms that had sales of over \$100,000 received \$5.3 billion in direct payments; these were about 67 percent of all payments.

The survey data cannot be used to estimate directly the number of farms that would have had negative incomes if programs had not been in place or if payments had not been received. Farms, presumably, would have been organized differently if there had been no programs. For example, farmers would not have retired acreage if no Government programs had required acreage to be removed from production as a condition for payment. For this reason, simply subtracting payments from current income would be inappropriate in evaluating the condition of farms if there had not been program payments.

Payments per farm varied according to production of program commodities, and the range in payments received was quite large. For all farms receiving payments, direct payments per farm averaged \$14,614. For the 36,000 farms with net cash farm income over \$100,000, payments averaged \$50,440 (app. table 7). The percentage of farms receiving payments also varied greatly among size and income groups. For example, only 20 percent of the farms with sales of less than \$40,000 received payments. Of the group of 484,000 farms that had less than \$40,000 in sales and a loss of up to \$10,000, only 56,000 received payments that averaged \$2,366 per farm reporting. For this entire group of 484,000 farms, losses averaged \$3,664 even after they received payments.

Some groups, as classified in the report, had average payments over \$50,000, but this should not be interpreted as payments that exceeded the \$50,000-per-person limit imposed by legislation. Several program farms or "persons" defined by the Agricultural Stabilization and Conservation Service (ASCS)

Figure 1--Total direct payments by sales class and net cash farm income, 1986



Source: 1986 Farm Costs and Returns Survey.

as eligible for payments may legally be involved in one FCRS farm business. Thus, the payments on an FCRS farm may legally exceed \$50,000.

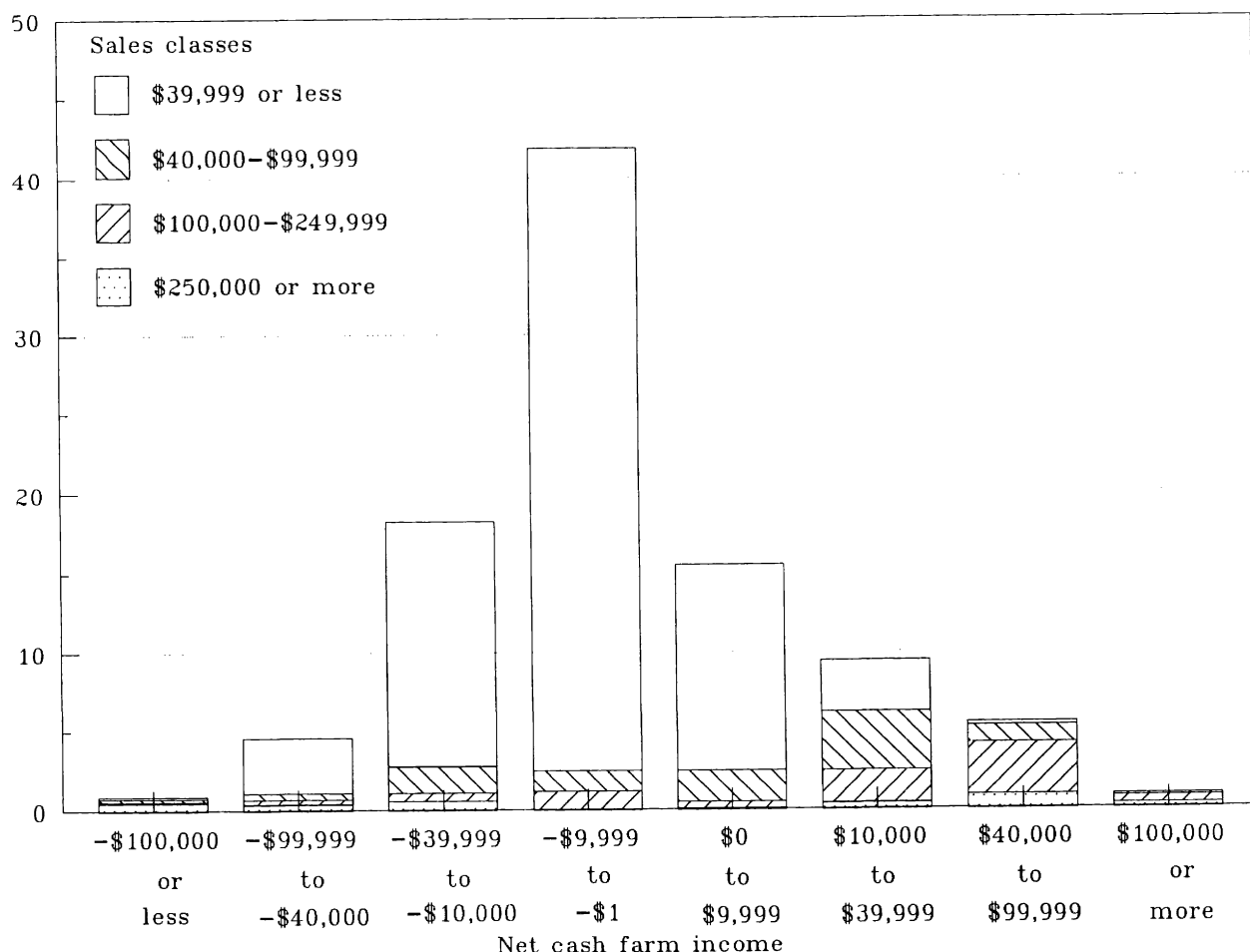
## Off-Farm Income

Net farm income is a useful measure of the financial viability of a farm business. However, farm families often have significant income from off-farm or nonfarm sources. To get a better picture of how the income of farm families relates to the combined farm and nonfarm activities, data were collected in 1986 on the off-farm income of the families. These data show that off-farm income is an important source of funds to many farm operator families. About 84 percent of all farms represented by the survey reported off-farm income, and about 90 percent of farms reporting less than \$40,000 in sales had such off-farm income (app. table 8).

Nearly 70 percent of the off-farm income reported was on farms with less than \$40,000 in sales and with net cash farm income between -\$40,000 and \$10,000 (fig. 2). Thus, most off-farm income was earned by those on smaller farms, as measured by gross sales. Almost 40 percent of the off-farm income was earned by those with less than \$40,000 in sales and losses of up to \$10,000. For this group, off-farm income averaged just over \$32,000, so that farm losses resulted in a reduction in taxable income in 1986. Off-farm income tended to be lowest for farms with \$0-\$40,000 in net cash farm income. That is, farms with losses and farms with higher farm incomes tended also to have higher off-farm incomes. Large farm losses tended to occur with large off-farm income. Thus, the farm losses were offset against nonfarm income (app. table 9).

Figure 2--Share of off-farm income by sales class and net cash farm income, 1986

Percent



Source: 1986 Farm Costs and Returns Survey.

## Gross Family Cash Income

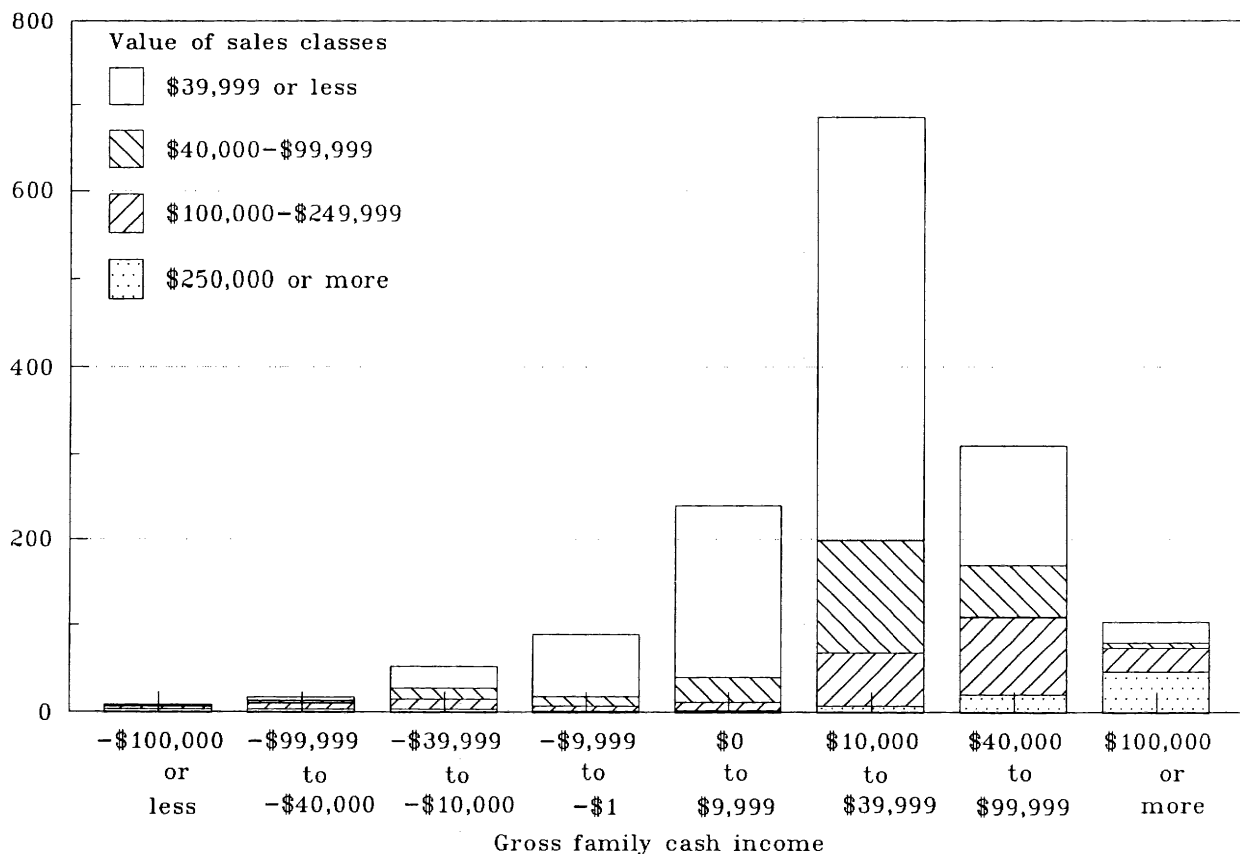
Although net cash farm income is a reasonably good measure of the soundness of the farm business, it is inadequate as a measure of family income. As just shown, off-farm income is substantial for some groups within the farm sector. Adding off-farm income to net cash farm income provides a more complete measure of family income, called "gross family cash income." No allowance has been made for principal repayment or family living expenses. In contrast to net cash farm income, which provides a measure of the contribution of the farm firm to family income, gross family cash income is useful in analyzing the welfare of the family. The survey results show that nearly 700,000 families had a gross family cash income of \$10,000-\$39,999 (fig. 3). About 100,000 families had incomes of \$100,000 or more (app. table 11). About 89 percent of the families represented had a positive gross family cash income in 1986 and 73 percent had a positive income over \$10,000. However, 169,000 farms--11 percent of the families whose farms accounted for 12 percent of the gross sales--had a negative cash income even after accounting for their off-farm earnings and direct payments to the farm firms.

Direct payments tended to be concentrated on the larger farms, as measured by gross sales and gross cash family income classes (fig. 4). However, almost 12 percent of the direct payments went to farms that had a negative family income even after including the payment and off-farm income. These producers, presumably, would have been in even more serious financial trouble had they not received any Government aid.

Farms with negative net cash farm income were distributed across all gross family cash income classes. However, \$16 billion of the \$30.6 billion in net cash farm income went to farms where gross family cash income exceeded \$100,000 (app. table 12). Even within this family cash income group, the diversity in

Figure 3--Farms reporting gross family cash income by sales class and gross family cash income, 1986

1,000 farms



Source: 1986 Farm Costs and Returns Survey.

net cash farm income was large. Farms with over \$250,000 in sales had net cash farm incomes that averaged \$279,000. Farms in this group that had less than \$40,000 in sales lost an average of \$13,000 on the farm business. Of the \$36.6 billion in off-farm income received by farmers, \$27.4 billion, or 78 percent, went to producers whose farm sales were less than \$40,000 (table 2). For the group of 22,000 farms with less than \$40,000 in sales and more than \$100,000 in family income, off-farm income averaged about \$278,000.

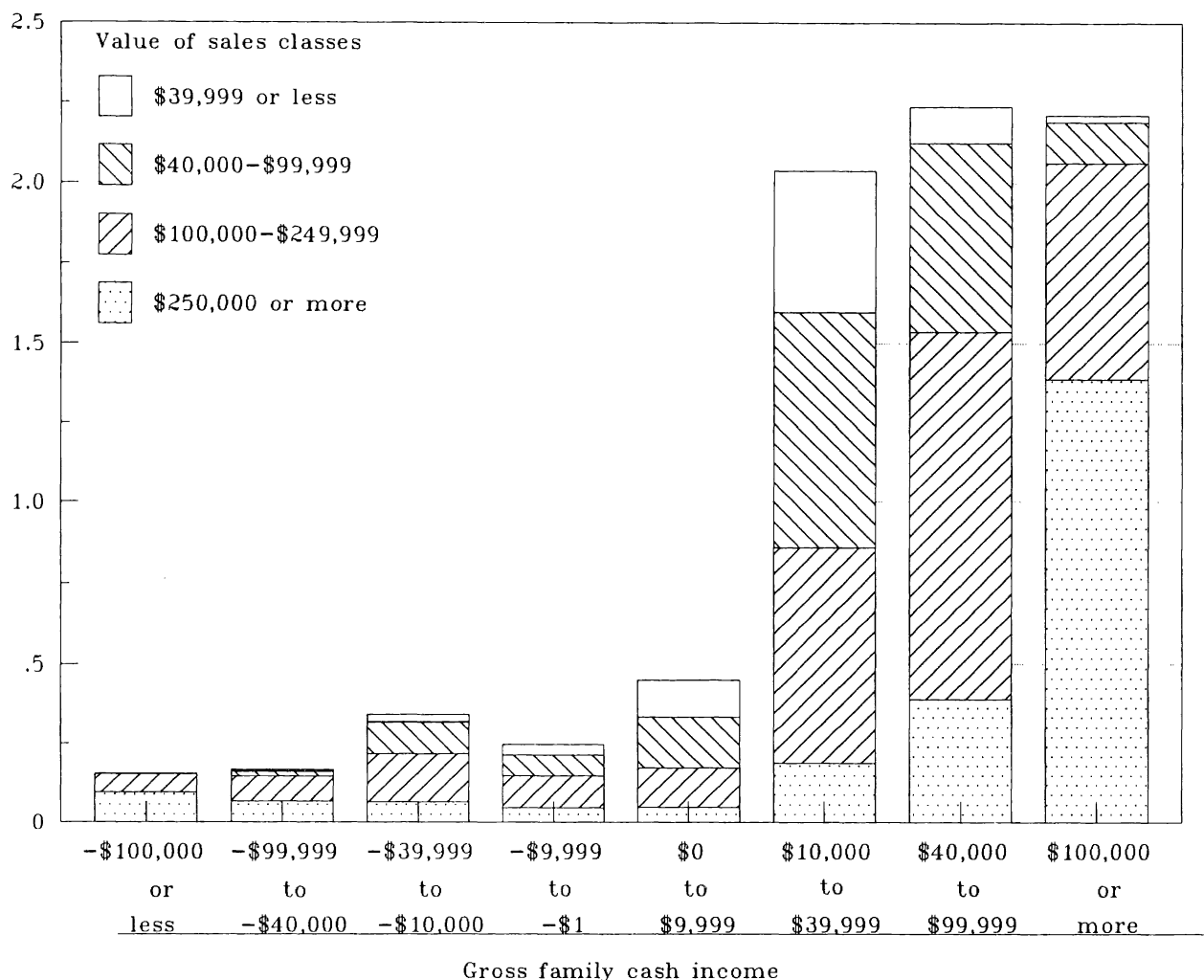
### Farm Debt and Family Income

Gross family cash income is a measure of the income that could be used for debt repayment and family living. When debts owed by farmers were grouped by family cash income and value of sales classes, about 45 percent of the \$98.5 billion in total debt was on farms with family incomes greater than \$40,000. These firms also held about 45 percent of the total assets.

The relationship between debt and family income holds significant implications for the structure of agriculture. Farms with negative family income held about \$19.5 billion in debt in 1986, or about 20 percent of the reported operator debt (table 3 and app. table 13). One-third of the farms with debt/asset ratios over 0.7 had a negative family cash income. Unless these families had other assets to draw on for family living and unless their lenders were extremely tolerant--perhaps expecting improved income in 1987--such farms may well have ceased operation.

Figure 4--Direct payments by sales class and gross family cash income, 1986

Billion dollars



Source: 1986 Farm Costs and Returns Survey.

Table 2--Distribution of off-farm income by gross family cash income and sales classes, 1986

Item	Gross family cash income classes								
	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more	All farms
<u>Million dollars</u>									
Off-farm income:									
All farms	71.1	126.9	331.3	364.4	1,450.5	12,070.7	11,776.5	10,391.5	36,582.8
Farms with sales of--									
\$250,000 or more	36.6	38.4	32.3	12.0	19.2	47.4	202.4	1,772.5	2,160.7
\$100,000-\$249,999	24.8	32.6	74.4	36.4	51.4	395.1	798.4	1,690.9	3,104.0
\$40,000-\$99,999	9.2	26.9	62.2	73.0	146.6	1,132.2	1,541.3	848.5	3,839.7
\$39,999 or less	.5	29.0	162.4	243.0	1,233.3	10,496.0	9,234.5	6,079.7	27,478.4
<u>Dollars</u>									
Average off-farm income:									
All farms	8,037	7,263	6,313	4,054	6,061	17,608	37,995	101,063	24,287
Farms with sales of--									
\$250,000 or more	9,750	12,568	10,140	9,726	9,183	6,912	9,903	37,735	24,672
\$100,000-\$249,999	8,778	4,445	6,301	6,356	5,300	6,431	8,972	61,932	14,429
\$40,000-\$99,000	7,482	8,626	4,698	6,298	5,016	8,687	25,817	127,109	15,052
\$39,999 or less	522	7,322	6,698	3,406	6,219	21,557	65,572	277,953	28,971
Average off-income, per farm reporting:									
All farms	17,475	13,635	10,801	7,479	7,603	19,479	42,563	125,947	28,978
Farms with sales of--									
\$250,000 or more	23,239	22,142	16,501	14,425	11,092	10,433	14,268	53,928	36,363
\$100,000-\$249,999	13,065	9,881	10,514	8,771	8,963	9,067	11,815	78,448	20,043
\$40,000-\$99,999	28,184	12,135	7,821	8,992	7,645	11,270	28,208	136,583	19,286
\$39,999 or more	2,001	14,106	11,865	6,821	7,513	22,279	65,827	277,953	32,364

Source: 1986 Farm Costs and Returns Survey.

Table 3--Gross family cash income and debt by sales classes, 1986 <sup>1/</sup>

Item	Negative family cash income	Positive family cash income	Family cash income total
<u>Billion dollars</u>			
Gross family cash income:			
All farms	-4.6	62.8	58.2
Farms with sales of--			
\$250,000 or more	-1.5	16.5	15.0
\$100,000-\$249,999	-1.2	1.8	10.6
\$40,000-\$99,999	-.7	8.1	7.4
\$39,999 or less	-1.1	26.3	25.2
Debt:			
All farms	19.5	79.0	98.5
Farms with sales of--			
\$250,000 or more	6.4	24.9	31.3
\$100,000-\$249,999	5.9	23.7	29.6
\$40,000-\$99,999	3.7	15.2	18.9
\$39,999 or less	3.5	15.1	18.6

Source: 1986 Farm Costs and Returns Survey.

<sup>1/</sup> Numbers may not total due to rounding.

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## Appendix Tables

Appendix table 1--Selected characteristics by specialty and net cash farm income, 1986

Specialty	Net cash farm income								
	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more	All farms
<u>Billion dollars</u>									
Net cash farm income for:									
Crop farms	-1,233	-831	-1,057	-630	564	2,578	4,122	7,481	10,995
Livestock farms	-1,157	-1,048	-1,687	-1,297	675	3,354	4,078	7,715	10,633
Cash grain farms	-623	-381	-563	-331	348	1,877	2,977	3,288	6,592
<u>Thousands</u>									
Number of:									
Crop farms	5.6	13.6	53.6	170.5	145.4	119.9	64.9	28.8	602.2
Livestock farms	4.9	18.0	91.2	349.2	188.6	154.3	67.1	30.7	904.0
Cash grain farms	3.7	6.2	28.9	78.9	81.4	87.5	47.1	18.1	351.7
<u>Percent</u>									
Share of farms with net cash income:									
Crop farms	1	3	9	13	21	29	17	7	100
Livestock farms	1	2	8	16	18	33	17	6	100
Cash grain farms	1	2	8	13	21	30	17	7	100
<u>Million dollars</u>									
Direct payments to:									
Crop farms	132	178	390	329	508	1,360	1,418	1,289	5,603
Livestock farms	45	39	139	126	180	624	591	507	2,251
Cash grain farms	101	123	324	287	438	1,214	1,194	961	4,644
<u>Number</u>									
Number of farms reporting direct cash payments:									
Crop farms	3	8	28	41	65	89	52	22	308
Livestock farms	2	4	19	37	40	75	39	14	229
Cash grain farms	3	5	22	34	56	79	45	17	260

Source: 1986 Farm Costs and Returns Survey.

Appendix table 2--Net cash farm income per farm by sales class, 1986

Item	Farms with negative cash farm income	Farms with positive cash farm income	All farms
<u>Million dollars</u>			
All farms	-8,940	30,568	21,628
Farms with sales of:			
\$250,000 or more	-1,722	14,549	12,827
\$100,000-\$249,999	-1,529	9,028	7,500
\$40,000-\$99,999	-1,163	4,759	3,596
\$39,999 or less	-4,526	2,232	-2,295

Source: 1986 Farm Costs and Returns Survey.

Appendix table 3--Average net cash farm income of farms with negative net cash farm income by sales class

Sales class	Net cash farm income				
	All farms with negative cash income	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0
<u>Dollars</u>					
All farms	-12,654	-227,904	-59,586	-18,942	-3,709
Farms with sales of:					
\$250,000 or more	-127,137	-319,093	-66,979	-22,382	-4,270
\$100,000-\$249,999	-41,520	-173,883	-62,144	-23,118	-4,489
\$40,000-\$99,999	-20,832	-163,771	-58,530	-21,294	-4,252
\$39,999 or less	-7,540	-141,391	-56,341	-17,605	-3,664

Source: 1986 Farm Costs and Returns Survey.

Appendix table 4--Average net cash farm income of farms with positive net cash farm income by sales class

Sales class	Net cash farm income				
	All farms with positive cash income	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more
<u>Dollars</u>					
All classes	30,568	3,710	21,631	62,105	255,329
Farms with sales of:					
\$250,000 or more	14,549	5,498	25,286	71,613	302,127
\$100,000-\$249,999	9,028	5,543	26,802	62,487	133,773
\$40,000-\$100,000	4,759	5,279	22,102	54,811	179,106
\$39,999 or less	2,232	3,336	15,667	52,842	242,292

Source: 1986 Farm Costs and Returns Survey.

Appendix table 5--Direct payments by net cash farm income, sales class, and debt/asset ratio, 1986

Item	Net cash farm income								
	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more	All farms
<u>Million dollars</u>									
Direct payments:									
All farms	177	217	529	455	687	1,984	2,009	1,796	7,854
Farms with sales of--									
\$250,000 or more	111	77	83	38	61	203	436	1,285	2,293
\$100,000-\$249,999	63	101	222	131	175	736	1,163	421	3,012
\$40,000-\$99,999	2	30	158	154	213	782	374	90	1,803
\$39,999 or less	1	9	66	133	238	263	36	0	746
Debt/asset ratio of--									
40 percent or less	97	90	235	223	330	1,166	1,235	1,161	4,537
41-70 percent	52	59	121	144	203	467	414	308	1,767
71-100 percent	13	46	105	48	100	212	217	162	902
More than 100 percent	15	22	68	40	55	140	142	165	648
<u>1,000 farms</u>									
Number of farms									
reporting direct payments:									
All farms	5	12	47	78	105	164	91	36	537
Farms with sales of--									
\$250,000 or more	2	2	3	1	1	6	13	23	51
\$100,000-\$249,999	3	5	10	5	10	44	56	12	145
\$40,000-\$99,999	0	2	14	15	23	78	20	1	155
\$39,999 or less	0	2	19	56	71	35	2	0	186
Debt/asset ratio of--									
40 percent or less	3	6	25	56	70	111	62	25	359
41-70 percent	1	3	9	13	21	31	16	6	101
71-100 percent	0	3	7	4	9	12	7	3	45
More than 100 percent	0	1	5	4	6	9	5	2	32

Source: 1986 Farm Costs and Returns Survey.

Appendix table 6--Distribution of direct payments by net cash farm income and sale class, 1986

Item	Net cash farm income								
	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more	All farms
<u>Percent</u>									
Share of farms reporting direct payments:									
All farms	52.0	38.0	32.0	15.0	32.0	60.0	69.0	60.0	36.0
Farms with sales of--									
\$250,000 or more	53.0	57.0	64.0	68.0	63.0	65.0	65.0	53.0	58.0
\$100,000-\$249,999	81.0	58.0	64.0	62.0	69.0	66.0	69.0	75.0	68.0
\$40,000-\$99,999	11.0	43.0	63.0	59.0	51.0	62.0	73.0	89.0	61.0
\$39,999 or less	27.0	17.0	19.0	12.0	26.0	48.0	58.0	28.0	20.0
Share of direct payments:									
All farms	2.2	2.8	6.7	5.8	8.8	25.3	25.6	22.9	100.0
Farms with sales of--									
\$250,000 or more	1.4	1.0	1.1	.5	.8	2.6	5.6	16.4	29.2
\$100,000-\$249,999	.8	1.3	2.8	1.7	2.2	9.4	14.8	5.4	38.3
\$40,000-\$99,999	.0	.4	2.0	2.0	2.7	10.0	4.8	1.1	23.0
\$39,999 or less	.0	.1	.8	1.7	3.0	3.3	.5	.0	9.5

Source: 1986 Farm Costs and Returns Survey.

Appendix table 7--Average direct payments per farm by net cash farm income, sales class, specialty, and debt/asset ratio, 1986

Item	Net cash farm income								
	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more	All farms
<u>Dollars</u>									
All farms	32,470	18,064	11,297	5,859	6,525	12,131	22,089	50,440	14,614
Farms with sales of:									
\$250,000 or more	48,113	39,658	29,279	42,393	47,325	34,481	32,879	56,663	44,893
\$100,000-\$249,999	24,694	18,752	21,446	25,081	17,255	16,730	20,703	36,217	20,708
\$40,000-\$99,999	11,464	12,350	11,013	9,984	9,249	9,998	18,884	70,160	11,654
\$39,999 or less	1,877	4,105	3,422	2,366	3,365	7,416	21,009	7,696	4,008
Specialty:									
Crop farms	39,551	21,488	13,932	8,010	7,789	15,298	27,377	59,177	18,173
Livestock farms	21,242	10,406	7,381	3,449	4,476	8,361	15,091	36,683	9,824
Cash grain farms	36,427	24,959	14,755	8,497	7,890	15,408	26,533	56,553	17,871
Debt/asset ratio of:									
40 percent or less	29,488	15,969	9,382	3,990	4,712	10,472	19,782	46,378	12,647
41-70 percent	35,482	19,791	13,278	10,797	9,560	14,948	25,530	51,685	17,413
71-100 percent	34,428	18,342	14,266	11,105	11,774	17,265	30,440	56,716	19,921
More than 100 percent	47,621	24,605	12,846	9,859	9,680	15,978	27,686	93,594	20,289

Source: 1986 Farm Costs and Returns Survey.

Appendix table 8--Average off-farm income by sales class and net cash farm income, 1986

Item	Net cash farm income								
	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more	All farms
<u>Dollars</u>									
Off-farm income per farm reporting:									
All farms	62,046	74,313	54,281	32,102	19,899	16,570	20,205	33,775	28,978
Farms with sales of--									
\$250,000 or more	76,083	74,160	63,956	12,090	16,597	22,001	23,582	39,125	36,363
\$100,000-\$249,999	23,261	24,118	17,665	66,093	13,126	15,527	19,927	18,840	20,043
\$40,000-\$99,999	155,541	33,210	34,939	21,482	20,607	14,095	18,335	26,395	19,286
\$39,999 or less	66,143	114,341	62,213	32,165	20,125	20,942	24,405	35,216	32,364
Off-farm income per farm in class:									
All farms	33,789	55,077	46,109	29,559	17,008	12,592	15,114	22,245	24,287
Farms with sales of--									
\$250,000 or more	37,937	45,648	46,281	8,397	13,669	16,385	16,361	26,148	24,672
\$100,000-\$249,999	16,408	13,536	12,480	53,615	9,602	11,359	14,695	11,832	14,129
\$40,000-\$99,999	59,537	27,901	26,793	18,617	16,024	10,741	14,915	17,955	15,052
\$39,999 or less	33,050	97,939	55,747	29,791	17,598	16,419	19,891	35,216	28,571

Source: 1986 Farm Costs and Returns Survey.

Appendix table 9--Distribution of off-farm income by sales class and net cash farm income, 1986

	Net cash farm income								
Item	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more	All farms
Million dollars									
Off-farm income:									
All farms	354	1,737	6,678	15,361	5,680	3,453	1,996	1,324	36,583
Farms with sales of--									
\$250,000 or more	165	157	206	11	28	149	334	1,112	2,161
\$100,000-\$249,999	52	125	201	448	142	756	1,198	183	3,104
\$40,000-\$99,999	87	157	607	485	724	1,348	405	26	3,840
\$39,999 or less	51	1,298	5,664	14,417	4,786	1,201	59	3	27,478
Percent									
Share of									
off-farm income:									
All farms	1.0	4.7	18.3	42.0	15.5	9.4	5.5	3.6	100.0
Farms with sales of--									
\$250,000 or more	.5	.4	.6	.0	.1	.4	.9	3.0	5.9
\$100,000-\$249,999	.1	.3	.5	1.2	.4	2.1	3.3	.5	8.5
\$40,000-\$99,999	.2	.4	1.7	1.3	2.0	3.7	1.1	.1	10.5
\$39,999 or less	.1	3.5	15.5	39.4	13.1	3.3	.2	.0	75.1
Thousands									
Number of farms									
reporting off-farm									
income:									
All farms	5.7	23.4	123.0	478.5	285.4	208.4	98.8	39.2	1262.4
Farms with sales of--									
\$250,000 or more	2.2	2.1	3.2	.9	1.7	6.8	14.2	28.4	59.4
\$100,000-\$249,999	2.2	5.2	11.4	6.8	10.8	48.7	60.1	9.7	154.9
\$40,000-\$99,999	.6	4.7	17.4	22.6	35.1	95.6	22.1	1.0	199.1
\$39,999 or less	.8	11.4	91.0	448.2	237.8	57.3	2.4	.1	849.0
Percent									
Share of farms									
reporting off-farm									
income:									
All farms	0.5	1.9	9.7	37.9	22.6	16.5	7.8	3.1	100.0
Farms with sales of--									
\$250,000 or more	.2	.2	.3	.1	.1	.5	1.1	2.3	4.7
\$100,000-\$249,999	.2	.4	.9	.5	.9	3.9	4.8	.8	12.3
\$40,000-\$99,999	.0	.4	1.4	1.8	2.8	7.6	1.7	.1	15.8
\$39,999 or less	.1	.9	7.2	35.5	18.8	4.5	.2	.0	67.3

Source: 1986 Farm Costs and Returns Survey.

Appendix table 10--Gross family cash income by specialty and debt/asset ratio, 1986

Gross family cash income									
Item	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more	All farms
<u>Billion dollars</u>									
Specialty:									
Crop farms	0.6	1.5	5.2	7.6	12.1	16.5	9.6	4.1	57.4
Livestock farms	.4	.7	3.5	6.8	7.5	13.9	7.3	2.6	42.6
Cash grain farms	.5	.9	4.1	6.3	10.3	14.7	8.4	3.2	48.4
Debt/asset ratio of--									
40 percent or less	.6	1.0	4.7	10.4	13.0	20.7	11.6	4.7	66.7
41-70 percent	.3	.6	1.7	2.5	3.9	5.8	3.0	1.1	18.9
71-100 percent	.1	.5	1.4	.8	1.6	2.3	1.3	.5	8.4
More than 100 percent	.1	.2	1.0	.8	1.1	1.6	1.0	.3	5.9

Source: 1986 Farm Costs and Returns Survey.

Appendix table 11--Distribution of gross family cash income by gross family cash income and sales class, 1986

	Gross family cash income								
Item	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more	All farms
<u>Billion dollars</u>									
Gross family cash income:									
All sales classes	-2.1	-1.1	-1.1	-0.3	1.2	15.6	19.6	26.4	58.2
Farms with sales of--									
\$250,000 or more	-1.2	-.2	-.1	-.0	.0	.2	1.4	14.9	15.0
\$100,000-\$249,999	-.5	-.5	-.3	-.0	.1	1.7	5.6	4.5	10.6
\$40,000-\$99,999	-.2	-.2	-.3	-.0	.2	3.2	3.6	1.2	7.4
\$39,999 or less	-.2	-.2	-.5	-.3	1.0	10.6	8.9	5.8	25.2
<u>1,000 farms</u>									
Number of farms:									
All sales classes	8.8	17.5	52.5	89.9	239.3	685.5	310.0	102.8	1506.3
Farms with sales of--									
\$250,000 or more	3.7	3.1	3.2	1.2	2.1	6.9	20.4	47.0	87.6
\$100,000-\$249,999	2.8	7.3	11.8	5.7	9.7	61.4	89.0	27.3	21.5
\$40,000-\$99,999	1.2	3.1	13.2	11.6	29.2	130.3	59.7	6.7	255.1
\$39,999 or less	1.0	3.9	24.2	71.3	198.3	486.9	140.8	21.9	948.5
<u>Percent</u>									
Share of farms:									
All sales classes	0.6	1.2	3.5	6.0	15.9	45.5	20.6	6.8	100.0
Farms with sales of--									
\$250,000 or more	.2	.2	.2	.1	.1	.5	1.4	3.1	5.8
\$100,000-\$249,999	.2	.5	.8	.4	.6	4.1	5.9	1.8	14.3
\$40,000-\$99,999	.1	.2	.9	.8	1.9	8.7	4.0	.4	16.9
\$39,999 or less	.1	.3	1.6	4.7	13.2	32.3	9.3	1.5	63.0
<u>Million dollars</u>									
Total value of sales:									
All sales classes	2,524	2,295	3,433	2,034	4,602	19,854	22,645	34,535	91,922
Farms with sales of--									
\$250,000 or more	2,166	1,275	1,285	298	603	2,089	6,889	30,166	44,771
\$100,000-\$249,999	283	799	1,303	556	987	6,636	11,362	3,816	25,742
\$40,000-\$99,999	60	169	603	586	1,464	6,805	3,278	371	13,337
\$39,999 or less	16	52	242	594	1,547	4,324	1,115	182	8,072

Source: 1986 Farm Costs and Returns Survey.



Appendix table 12--Distribution of direct payments by gross family cash income and sales class, 1986

Item	Gross family cash income								
	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more	All farms
<u>Million dollars</u>									
Direct payments:									
All sales classes	156	168	343	249	452	2,039	2,235	2,212	7,854
Farms with sales of--									
\$250,000 or more	95	68	65	47	49	189	391	1,388	2,293
\$100,000-\$249,99	60	78	155	101	124	672	1,147	676	3,012
\$40,000-\$99,999	2	17	101	68	163	739	587	127	1,803
\$39,999 or less	0	5	22	33	116	439	111	21	746
<u>Percent</u>									
Share of direct payments:									
All sales classes	2.0	2.1	4.4	3.2	5.8	26.0	28.5	28.2	100.0
Farms with sales of--									
\$250,000 or more	1.2	.9	.8	.6	.6	2.4	5.0	17.7	29.2
\$100,000-\$249,99	.8	1.0	2.0	1.3	1.6	8.6	14.6	8.6	38.3
\$40,000-\$99,999	.0	.2	1.3	.9	2.1	9.4	7.5	1.6	23.0
\$39,999 or less	.0	.1	.3	.4	1.5	5.6	1.4	0.3	9.5
<u>1,000 farms</u>									
Farms reporting direct payments:									
All sales classes	4.4	8.5	22.3	24.5	66.4	224.1	136.1	51.0	537.5
Farms with sales of--									
\$250,000 or more	2.0	1.7	1.9	1.0	1.4	5.2	12.6	25.4	51.1
\$100,000-\$249,999	2.3	4.7	6.9	4.8	6.4	40.6	60.3	19.5	145.4
\$40,000-\$99,999	.2	1.1	9.3	6.5	16.2	77.4	40.2	3.9	154.7
\$39,999 or less	.0	1.1	4.2	12.3	42.5	100.9	23.0	2.2	186.2
<u>Billion dollars</u>									
Net cash farm income:									
All sales classes	-2.1	-1.2	-1.0	-0.7	-0.2	3.5	7.8	16.0	21.6
Farms with sales of--									
\$250,000 or more	-1.3	-.2	-.1	-.0	-.0	.1	1.2	13.1	12.8
\$100,000-\$249,999	-.5	-.5	-.3	-.1	-.0	1.3	4.8	2.8	7.5
\$40,000-\$99,999	-.2	-.2	-.3	-.1	.0	2.0	2.0	.4	3.6
\$39,999 or less	-.2	-.3	-.6	-.5	-.2	.1	-.3	-.3	-2.3
<u>Dollars</u>									
Net cash farm income per farm:									
All sales classes	-242,777	-68,478	-27,539	-7,867	-848	5,142	25,279	155,288	14,358
Farms with sales of--									
\$250,000 or more	-341,539	-76,234	-32,683	-15,164	-4,524	18,620	61,020	278,890	146,464
\$100,000-\$249,999	-178,630	-67,047	-29,606	-10,987	-51	20,768	54,490	101,960	34,862
\$40,000-\$99,999	-169,267	-67,424	-25,806	-10,399	672	15,714	34,168	55,214	14,096
\$39,999 or less	-147,413	-65,975	-26,802	-7,079	-1,073	151	-2,133	-13,042	-2,419

Source: 1986 Farm Costs and Returns Survey.

Appendix table 13--Distribution of total debt, total assets and income/asset ratio by gross family cash income and sales class, 1986

Item	Gross family cash income								
	-\$100,000 or less	-\$99,999 to -\$40,000	-\$39,999 to -\$10,000	-\$9,999 to \$0	\$1 to \$9,999	\$10,000 to \$39,999	\$40,000 to \$99,999	\$100,000 or more	All farms
<u>Billion dollars</u>									
Total debt:									
All sales classes	3.9	4.4	6.9	4.3	7.6	27.6	23.6	20.2	98.5
Farms with sales of--									
\$250,000 or more	2.9	1.6	1.3	.6	.8	2.9	5.8	15.5	31.3
\$100,000-\$249,999	.8	1.8	2.3	1.1	1.4	9.0	9.9	3.4	29.6
\$40,000-\$99,999	.2	.6	1.7	1.2	2.8	8.1	3.9	0.4	18.9
\$39,999 or less	.0	.4	1.6	1.5	2.6	7.6	4.0	1.0	18.6
<u>1,000 farms</u>									
Number of farms									
reporting total debt:									
All sales classes	6.2	15.6	41.9	52.5	104.6	399.7	220.6	79.1	920.2
Farms with sales of--									
\$250,000 or more	3.4	2.9	2.8	1.1	2.1	6.5	18.6	39.3	76.7
\$100,000-\$249,999	1.7	6.8	10.5	5.0	7.6	53.7	73.3	21.0	179.7
\$40,000-\$99,999	.7	2.8	11.2	10.3	25.2	99.4	43.3	4.8	197.6
\$39,999 or less	.5	3.1	17.5	36.1	69.7	240.0	85.4	14.0	466.3
<u>Billion dollars</u>									
Total assets:									
All sales classes	11.6	13.8	23.0	20.2	40.8	141.2	110.7	91.3	452.5
Farms with sales of--									
\$250,000 or more	6.8	5.2	4.8	1.4	1.4	6.9	16.9	58.9	102.4
\$100,000-\$249,999	2.2	4.6	7.8	2.6	4.6	25.0	43.0	18.2	107.9
\$40,000-\$99,999	2.4	1.6	4.6	3.7	8.0	36.0	22.5	3.9	82.8
\$39,999 or less	.3	2.4	5.7	12.5	26.7	73.2	28.3	10.3	159.3
<u>Percent</u>									
Total assets:									
All sales classes	2.6	3.0	5.1	4.5	9.0	31.2	24.5	20.2	100.0
Farms with sales of--									
\$250,000 or more	1.5	1.1	1.1	.3	.3	1.5	3.7	13.0	22.6
\$100,000-\$249,999	.5	1.0	1.7	.6	1.0	5.5	9.5	4.0	23.8
\$40,000-\$99,999	.5	.3	1.0	.8	1.8	8.0	5.0	.9	18.3
\$39,999 or less	.1	.5	1.3	2.8	5.9	16.2	6.2	2.3	35.2
<u>Ratio</u>									
Gross family cash									
income/asset:									
All sales classes	0.30	0.19	0.17	0.12	0.14	0.17	0.25	0.44	0.25
Farms with sales of--									
\$250,000 or more	.47	.28	.29	.27	.49	.36	.46	.58	.50
\$100,000-\$249,999	.11	.20	.20	.29	.26	.32	.32	.29	.30
\$40,000-\$99,999	.03	.12	.17	.19	.22	.23	.21	.19	.21
\$39,999 or less	.07	.03	.05	.05	.07	.07	.06	.03	.06

Source: 1986 Farm Costs and Returns Survey.